

PROMOTION : 600355 DORAL B2G1F W/CONT-MAY  
SALES LEVEL : 16XXXX 16 BUFFALO REGION

ACCTS ARE SUMMED BY WHOLESALE

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ACCOUNTS	POSTED SKUS	POSTED OFFERS	POSTED DATE	POSTED USER	WHSL	DESC
								660	33	05/15/96	16XXXX (WSARK)	356150	LAVIN CAN
								60	3	04/29/96	16XXXX (WSAPP)	370920	B. LIPSIT
								15,440	772	05/15/96	16XXXX (WSARK)	375878	MCLANE NO
								220	11	05/15/96	16XXXX (WSARK)	388119	NABER'S W
								980	49	05/15/96	16XXXX (WSARK)	394648	NEW MILFO
								1,920	96	05/15/96	16XXXX (WSARK)	396640	MANCHESTE
								420	21	05/13/96	13XXXX (WSHMN)	423360	MIDDLESEX
								320	16	05/15/96	16XXXX (WSARK)	431520	MOHAWK CA
								40	2	05/09/96	16XXXX (WSARK)	495892	CONSUMER
								300	15	05/13/96	16XXXX (WSARK)	503160	PINE STAT
								200	10	05/02/96	16XXXX (WSARK)	511360	FOUR STAR
								660	33	05/02/96	16XXXX (WSARK)	529150	EAST PITT
								3,500	175	05/02/96	16XXXX (WSARK)	533288	JONES MCI
								3,220	161	04/26/96	16XXXX (WSAPP)	544290	MILLER &
								40	2	05/06/96	16XXXX (WSHLH)	564919	MCLANE MI
								320	16	05/02/96	16XXXX (WSARK)	570300	SCHIDEIM
								3,020	151	05/02/96	16XXXX (WSARK)	611800	STANDARD-
								640	32	05/10/96	13XXXX (WSHMN)	619440	JOSEPH H.
								20	1	05/02/96	16XXXX (WSARK)	619822	WUSTEFELD
								120	6	05/13/96	13XXXX (WSHMN)	628680	T & B WHO
								200	10	05/02/96	16XXXX (WSARK)	647510	TRADING P
								1,260	63	05/21/96	16XXXX (WSARK)	648240	T B I COR
								15,740	787	05/21/96	16XXXX (WSARK)	649920	TRIPIFOOD
								160	8	05/21/96	16XXXX (WSARK)	655364	BRU-CEL'S
								60	3	04/29/96	16XXXX (WSAPP)	693010	SUPERVALU
								1,740	87	04/29/96	16XXXX (WSAPP)	698160	L.F.WIDMA
								40	2	05/21/96	16XXXX (WSARK)	704978	HARRY FOU
								1,700	85	05/21/96	16XXXX (WSARK)	711150	MARCUS WI
								100	5	05/21/96	16XXXX (WSARK)	769203	NAP TOBAC
								26,200	1,310	05/21/96	16XXXX (WSARK)	842166	TOPS MARK

PAGE BREAK TOTAL ACCOUNTS

2064 TOTAL QUANTITY 137,740 6,887

POSTING INSIDE REGION ACCOUNTS

2031 TOTAL QUANTITY 135,460 6,773

POSTING FROM OUTSIDE REGION ACCOUNTS

31 TOTAL QUANTITY 2,180 109

11XXXX 6 480 24

13XXXX 24 1,560 78

17XXXX 1 140 7

POSTING TO OUTSIDE REGION ACCOUNTS

2 TOTAL QUANTITY 100 5

17XXXX 2 100 5

PROMOTION TOTAL ACCOUNTS

2064 TOTAL QUANTITY 137,740 6,887

\*\*\*\* END OF REPORT \*\*\*\*

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BUSINESS PLANNING AND EXECUTION  
POSTING LISTING

PAGE: 1

DATE: 05/15/96

TIME: 03:49 PM

PROMOTION : 600355 DORAL B2G1F W/CONT-MAY

SALES LEVEL : 16XXXX 16 BUFFALO REGION

ACCTS ARE SUMMED BY WHOLESALE

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ACCOUNTS	POSTED SKUS	POSTED OFFERS	POSTED DATE	POSTED USER	WHS	DESC
								3,840	192	05/02/96	16XXXX (WSARK)	000000	
								700	35	05/02/96	16XXXX (WSARK)	023880	ASSOCIATE
								420	21	04/29/96	16XXXX (WSAPP)	024660	ASSOCIATE
								640	32	05/02/96	16XXXX (WSARK)	026040	MILHEM AT
								260	13	05/02/96	16XXXX (WSARK)	044880	A. D. BED
								140	7	04/29/96	16XXXX (WSAPP)	057840	BLAIR CAN
								220	11	04/29/96	16XXXX (WSAPP)	062131	MILLER DI
								80	4	05/15/96	11XXXX (WSAAS)	069780	BOZZUTOS
								380	19	05/15/96	11XXXX (WSAAS)	073100	BRIAN YOU
								80	4	04/30/96	16XXXX (WSABM)	073310	JOHN BRIC
								580	29	05/02/96	16XXXX (WSARK)	081120	BUFFALO T
								2,020	101	05/02/96	16XXXX (WSARK)	085940	BUTTON BR
								1,520	76	05/02/96	16XXXX (WSARK)	088080	J. A. CAL
								1,300	65	05/02/96	16XXXX (WSARK)	091800	CAPITAL C
								980	49	05/06/96	16XXXX (WSARK)	094931	MID-VALLE
								160	8	05/10/96	13XXXX (WSHMN)	109310	CHRISTOM
								100	5	05/02/96	16XXXX (WSARK)	124920	FRANK COL
								120	6	05/06/96	16XXXX (WSARK)	129850	COOK WHOL
								540	27	04/29/96	16XXXX (WSAPP)	130560	COOPER-BO
								500	25	04/29/96	16XXXX (WSAPP)	151300	W.A. DEHA
								2,400	120	05/06/96	16XXXX (WSARK)	154180	DERIGO SA
								900	45	05/06/96	16XXXX (WSARK)	160600	DONOHUE C
								220	11	05/13/96	13XXXX (WSHMN)	161600	DORWARD W
								3,260	163	05/06/96	16XXXX (WSARK)	162800	NORMAN J.
								2,420	121	05/06/96	16XXXX (WSARK)	166680	E&J DISTR
								860	43	05/02/96	16XXXX (WSARK)	180000	ELMIRA TO
								1,580	79	04/30/96	16XXXX (WSABM)	181760	EMPIRE CA
								480	24	05/06/96	16XXXX (WSARK)	186350	F & T DIS
								3,100	155	05/06/96	16XXXX (WSARK)	194040	FINKLE DI
								1,500	75	05/09/96	16XXXX (WSARK)	203290	HARRY FOU
								1,340	67	05/09/96	16XXXX (WSARK)	204600	SAM FRANK
								100	5	05/09/96	16XXXX (WSARK)	211050	J. GALANE
								40	2	05/09/96	16XXXX (WSARK)	212016	ROOF WHOL
								460	23	05/09/96	16XXXX (WSARK)	230436	WILRIDGE
								440	22	05/09/96	16XXXX (WSARK)	236370	GRAYS WHO
								480	24	05/09/96	16XXXX (WSARK)	251520	N. G. GUR
								20	1	05/15/96	11XXXX (WSAAS)	251597	D & D DIS
								9,020	451	04/29/96	16XXXX (WSAPP)	276331	GATEWAY F
								140	7	04/29/96	17XXXX (WSAPP)	276331	GATEWAY F
								6,440	322	05/09/96	16XXXX (WSARK)	278580	HERKIMER
								1,540	77	05/13/96	16XXXX (WSARK)	281200	HIBBERT &
								2,360	118	05/13/96	16XXXX (WSARK)	315288	DOWLINGS,
								380	19	05/13/96	16XXXX (WSARK)	317880	R.L.JONES
								320	16	05/13/96	16XXXX (WSARK)	331440	JACOB KER
								220	11	05/13/96	16XXXX (WSARK)	332400	KEYCO DIS
								280	14	05/13/96	16XXXX (WSARK)	332520	KEYSTONE
								140	7	05/13/96	16XXXX (WSARK)	332880	KEY STORE
								340	17	05/13/96	16XXXX (WSARK)	335710	KINGSTON
								2,960	148	05/13/96	16XXXX (WSARK)	336660	B. P. KIR
								120	6	05/15/96	16XXXX (WSARK)	352033	TRIPU FOO

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